

bcc: B. Haydon
Reports (P-2183)
ref inc #1967, dtd 1/12/63

19 April 1963

L-8289

Mr. Douglas Hill
15 Anthony Court
Huntington, New York

Dear Mr. Hill:

I apologize for not having answered your flattering request sooner. I regret to say that for reasons beyond my control, I do not find it possible to distribute copies of "The Theory and Practice of Black-mail" at this particular time (despite the fact that this paper, in draft form, did receive considerable circulation at an earlier period). It was the first of my Lowell Institute Lectures, "The Art of Coercion."

This situation may be remedied in the next month or so, in which case I will be happy to send you as many copies of the paper as you might wish if it should still be of any use to you. I realize that it is already too late to carry out your original proposal of starting your series off with this piece. I am deeply embarrassed by my delay in answering and by the fact that my answer, at this moment, must be negative.

I presume that you are familiar with Tom Schelling's pioneering paper, "An Essay on Bargaining," in the American Economic Review of June 1956. This was enormously stimulating to me, and I think that your audience would find it especially valuable. You might be able to get copies from Professor Schelling; it is also included in his book, The Strategy of Conflict, which contains many other pertinent sections, some of which are somewhat lighter reading.

I am enclosing a copy of another paper of mine which, although highly condensed, may be of some relevance to your series (I regret that no longer version of this is currently available). Additional copies can be sent if the paper proves useful.

Again, my apologies for my very late reply.

Yours sincerely,

DE/sb
Encl. (1)

"The Crude Analysis of
Strategic Choices"

Daniel Ellsberg
Economics Department